



STATE OF INDIANA

Michael R. Pence, Governor

DEPARTMENT OF ADMINISTRATION
Procurement Division
402 W Washington Street, Room W468
Indianapolis, Indiana 46204
317 / 232-3053

Award Recommendation Letter

Date: October 31, 2016

To: Mark Hempel, Director of Account Management
Indiana Department of Administration

From: Jennifer Mayfield, Senior Account Manager
Indiana Department of Administration

Subject: Recommendation for Award of Negotiated Bid 620-17-19967;
Laundry Equipment

Estimated Award Amount: \$393,661.56

Based on the State's evaluation of bids received for BID 620-17-19967, **Ask Us First** is recommended to begin contract negotiations to provide Laundry Equipment for the Indiana Department of Correction. Terms of the award recommendation are outlined in this letter.

The State of Indiana received proposals from two (2) bidders:

- Ask Us First
- Washburn Machinery, Inc.

Ask Us First claimed and qualified for Indiana Small Business preference. Due to fact Ask Us First did not "provide information at the individual line level" as required and stated in the Bid Package, they claimed but did not qualify for U.S. Manufactured preference. Washburn Machinery, Inc. claimed and qualified for U.S. Manufactured preference.

The bid was evaluated by the Indiana Department of Administration (IDOA) according to the criteria established in BID 620-17-19967. When necessary, the Respondent was asked to clarify their responses in order to ensure State needs were met.

Respondents were then offered the opportunity to improve initial bid prices through a best and final offer (BAFO) round. Neither Respondent changed their pricing during the BAFO round. The cost evaluation is outlined below. Please refer to **Attachment A** for detailed bid prices by line item.

Award Summary

The table below outlines the award summary for BID 620-17-19967:

Vendor	Total Bid Amount	Price Preference	Adjusted Offer
Ask Us First	\$393,661.56	ISB – 15%	\$334,612.33
Washburn Machinery, Inc.	\$367,908.00	U.S. Manufactured – 0%	\$367,908.00

BID 620-17-19967; Laundry Equipment

Award Recommendation

ATTACHMENT A: Bid Price Detail

Item	Quantity	Ask Us First		Washburn Machinery	
		Unit Price	Total	Unit Price	Total
Aquawing Ozone Injection System, model AFW 0-0-4 with bronze service or approved alternative	1				
<ul style="list-style-type: none"> • TowerSeries with compact variable ozone to regulate ozone levels • Guaranteed bug kill • Ozone room monitor • Ozone generator • Validated ozone (VO3) to notify users that disinfection and sanitization have been achieved • Infuser injector with static mixing chamber to infuse ozone • Includes: one (1) generator per washer, system controller, pneumatic controller, stand, fusion injectors, and pneumatic controls for airflow and air pressure • Lock and secure enclosure 		\$43,870.00	\$43,870.00	\$41,000.00	\$41,000.00
Aquawing Ozone Injection System, model AFW 1-0-3 with bronze service or approved alternative	1				
<ul style="list-style-type: none"> • TowerSeries with compact variable ozone to regulate ozone levels • Guaranteed bug kill • Ozone room monitor • Ozone generator • Validated ozone (VO3) to notify users that disinfection and sanitization have been achieved • Infuser injector with static mixing chamber to infuse ozone • Includes: one (1) generator per washer, system controller, pneumatic controller, stand, fusion injectors, and pneumatic controls for airflow and air pressure • Lock and secure enclosure 		\$43,335.00	\$43,335.00	\$40,500.00	\$40,500.00
Aquawing Ozone Cart Washing Station or approved alternative	1				
<ul style="list-style-type: none"> • Cold water washing • Waterproof lock and secure enclosure 		\$12,733.00	\$12,733.00	\$11,900.00	\$11,900.00
UNIMAC UW160T4VNU - 8 speed or approved alternative	7				
<ul style="list-style-type: none"> • 160 lb. capacity • UniLinc programmable computer • 300 G-force • 41 cycles • 42" x 30" cylinder size • 24.1 cubic foot cylinder • 440-480/60/3 ph • 42" drop for best mechanical wash action • 10 HP motor • 7 extract speeds with final extract of 710 RPMs • 46 1/8" W x 60" D x 72 5/8" H • Weight - 3,022 pounds • 42" x 30" cylinder size • No base frame needed • Stainless Steel Construction • Viton basket seals • Heavy Duty Cylinder 		\$21,333.66	\$149,335.62	\$19,938.00	\$139,566.00

UNIMAC UWN065T4VNU - 8 speed - Eco Cycles (Rinsesaver) or approved alternative	1				
<ul style="list-style-type: none"> • Washer - Extractor • 65-70 lb. capacity • UniLinc programmable computer • 9.7 cubic foot cylinder • 440-480/60/3 ph • 3 wire • 5 HP motor • 34.25"W x 48.35"D x 64 1/2"H • Weight - 1,230 pounds • No base frame needed • Stainless Steel Construction • Viton basket seals • Heavy Duty Cylinder 		\$11,104.46	\$11,104.46	\$10,378.00	\$10,378.00
UniMac gas dryer, model UT200NRUQ1 or approved alternative	9				
<ul style="list-style-type: none"> • 200 lb. capacity • Energy efficient design • Encapsulated heat system • Steel door construction • Triple belt drive • Cart bumper and kick plate • Ergonomic engineering • Interchangeable components • Self-cleaning lint filter • UniLinc computer • 50 3/4" X 42 1/2" • Reversing cylinder • 58.5 cubic foot cylinder • 1" gas line • 2,450 CFM's • 480/60/3 • 425,000 BTUs • 53 1/8" wide X 76 1/8" deep X 94" high • 2,450 CFM • 12" exhaust • CSA/CE approved • Rotational Sensor With OPTidry (Over-dry Protection Technology) 		\$13,926.05	\$125,334.45	\$13,015.00	\$117,135.00
UniMac dryer, model UT120NRU or approved alternative	1				
<ul style="list-style-type: none"> • 120 lb. capacity • UniLinc computer controlled • Special encapsulated heat system • Steel door construction • Triple belt drive • Cart bumper and kick plate • Ergonomic engineering • 480/60/3 phase • Self cleaning lint filter system • 44" X 41" reversing cylinder • 36.1 cubic foot cylinder • 270,000 BTU's • 1,600 CFM's • 46 3/4" wide X 68" deep X 85 11/16" high • 3/4" gas connection • Rotational Sensor With OPTidry (Over-dry Protection Technology) 		\$7,628.03	\$7,628.03	\$7,129.00	\$7,129.00
Unimac/UniLinc network system or approved alternative	1				
<ul style="list-style-type: none"> • Includes USB/IR device & Gateway wireless networking box for remote access 		\$321.00	\$321.00	\$300.00	\$300.00

Total Bid Amount: \$393,661.56

\$367,908.00